



MISSOURI **WORKS**

Report to the General Assembly

Fiscal Year 2024

July 1, 2023 - September 30, 2023



Missouri Department of
Economic Development

Table of Contents

Missouri Works Summary July 1, 2023 – September 30, 2023	2
Total Credits Authorized from July 1, 2023-September 30, 2023	3
Total Denied from July 1, 2023-September 30, 2023.....	4
Total Closed from July 1, 2023-September 30, 2023.....	4
Proposal Assignment Tracking	5

MISSOURI WORKS

Expanding Business and Creating Jobs

The Missouri Works Program was created to facilitate the creation and retention of high quality jobs by targeted business projects. It went into effect on August 28, 2013. The Program includes nine categories: Zone, Rural, Statewide, Mega 120, Mega 140, Retention Works, Deal Closing Fund, Retention Works-Auto Manufacturing, and Qualified Military Projects. The benefits may include the retaining of state withholding taxes and/or state tax credits. There are both “statutory” and “discretionary” components to the program (see: **Missouri Works Summary**).

Missouri Works is a “performance-based” incentive, such that the benefits are not provided until the actual new or retained payroll is documented at the end of each year of the company’s benefit period. In addition, each company that participates in the program must execute an agreement with Missouri Department of Economic Development (DED) to ensure compliance, record keeping, and minimum job creation/retention, and in certain instances, minimum new capital investment.

Pursuant to section 620.2020.15. RSMo, DED is required to report on the following each quarter to the General Assembly:

1. A list of all approved and disapproved applicants for each tax credit (see: **Missouri Works Report for Legislators Total Authorized**);
2. A list of the aggregate amount of new or retained jobs that are directly attributable to the tax credits authorized (see: **Missouri Works Report for Legislators Total Authorized**);
3. A statement of the aggregate amount of new capital investment directly attributable to the tax credits authorized (see: **Missouri Works Report for Legislators Total Authorized**);
4. Documentation of the estimated net state fiscal benefit for each authorized project and, to the extent available, the actual benefit realized upon completion of such project or activity. The Net General Revenue Benefit Ratio is reported as the ratio for the project as a whole, with all incentives included (see: **Missouri Works Report for Legislators Total Authorized** and **Missouri Works Report for Legislators Total Closed**); and
5. The Department’s response time for each request for a proposed benefit award under this program (see: **Proposal Assignment Tracking**).

Missouri Works Summary July 1, 2023 – September 30, 2023

Program Type	Minimum Job Number	Minimum Investment	Minimum Average Wage	Benefit Type	Statutory Benefit Calculation	Discretionary Benefit Calculation	Other notes
Zone Works	2	\$100,000 within 2 years of approval	80% of County Average Wage	Statutory	Retain 100% of state withholding tax of the new jobs for 5 years (or 6 years for existing MO business).	None	Project Facility must be located in an Enhanced Enterprise Zone.
Rural Works	2	\$100,000 within 2 years of approval	90% of County Average Wage	Statutory	Retain 100% of state withholding tax of the new jobs for 5 years (or 6 years for an existing MO business).	None	Project facility must be in a “rural” county, which excludes Cape Girardeau, Cass, Christian, Cole, Franklin, Jasper, Jefferson and Platte Counties.
Statewide Works	10	None	90% of County Average Wage	Statutory & Discretionary Components	Retain 100% of state withholding tax of the new jobs for 5 years (or 6 years for an existing MO business).	An additional benefit of up to 6% of new payroll each year for 5 years (6 years for an existing MO business) in refundable tax credits not to exceed 9% of new payroll.	
Mega 120 Works	100	None	120% of County Average Wage	Statutory & Discretionary Components	6% of new payroll each year for 5 years (6 years for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits.	An additional benefit of up to 3% of new payroll each year for 5 years (6 years for an existing MO Business) in refundable tax credits not to exceed 9% of new payroll.	
Mega 140 Works	100	None	140% of County Average Wage	Statutory & Discretionary Components	7% of new payroll each year for 5 years (6 years for an existing MO business) in a combination of retained withholdings taxes and refundable tax credits.	An additional benefit of up to 2% of new payroll each year for 5 years (6 years for an existing MO Business) in refundable tax credits not to exceed 9% of new payroll)	
Retention Works	50 retained	50% or more of the incentive total	90% of County Average Wage	Discretionary	None	Retain up to 100% of state withholding tax for the retained jobs for up to 10 years.	Company must be at risk for relocation out of state.
Deal Closing Fund	10	None	100% of County Average Wage	Discretionary	None	Tax Credits based on the analysis of investment, jobs, wages, etc., and outlined in the proposal. Tax Credits must be issued within 1 year.	
Retention Works—Auto Manufacturing (Discretionary)	N/A	\$500,000,000 within 3 years of NOI Approval	N/A	Discretionary	None	Tax credits based on the analysis of investment, jobs, wages, etc., and outlined in the proposal.	
Qualified Military Projects	10	Real or Personal Property Amount as outlined in the proposal	90% of County Average Wage	Discretionary	None	Tax Credits equal to estimated withholding taxes for a term no longer than 15 years, and must have been proposed.	Requires an MOU between the Industrial Development Authority and the U.S. Department of Defense.

Total Credits Authorized from July 1, 2023-September 30, 2023

Company Name/Requestor Program	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value- Added/ GSP in \$
Missouri Works - Mega 140 Works								
EASTERN AIRLINES, LLC	Statutory		\$5,917,614.00	\$0.00	165	\$4,717,480.00		
Total 140 Works			\$5,917,614.00	\$0.00	165	\$4,717,480.00	Avg: 0.00	
Missouri Works - Rural Works								
LIGHTNING RENEWABLES LLC	Statutory		\$0.00	\$22,302.00	3	\$1,522,674.00		
BULK TANK, INC.	Statutory		\$0.00	\$63,946.00	9	\$600,000.00		
Total Rural Works			\$0.00	\$86,248.00	12	\$2,122,674.00	Avg: 0.00	
Missouri Works - Statewide Works								
ADVANTAGE SALES & MARKETING LLC	Statutory		\$0.00	\$439,546.00	14	\$970,000.00		
CEDGE, INC.	Statutory		\$0.00	\$1,044,017.00	90	\$8,910,000.00		
MASTER'S TRANSPORTATION, QOZB, LLC	Statutory		\$0.00	\$2,812,393.00	355	\$52,200,000.00		
PERFORMANCE FOOD GROUP, INC.	Statutory		\$0.00	\$767,624.00	112	\$103,465,000.00		
REFRESCO BEVERAGES US, INC.	Discretionary		\$69,302.00	\$265,081.00	30	\$22,000,000.00	2.35	\$332.37
TAB USA, LLC	Discretionary		\$118,343.00	\$377,515.00	50	\$10,708,000.00	4.17	241.71
BOYD METALS OF JOPLIN, INC.	Statutory		\$0.00	\$106,860.00	12	\$9,045,028.00		
URBN SR LLC	Discretionary		\$8,460,298.00	\$0.00	750	\$60,000,000.00	2.65	229.19
GENEOSCOPY, INC.	Statutory		\$0.00	\$1,200,919.00	113	\$150,000.00		
Total Statewide Works			\$8,647,943.00	\$7,013,955.00	1,526	\$267,448,028.00	Avg: 3.06	\$803.27
Missouri Works - Zone Works								
TRIUMPH FOODS, LLC	Statutory		\$0.00	\$901,832.00	88	\$152,060.00		
MOORE FANS, LLC	Statutory		\$0.00	\$73,508.00	16	\$5,000,000.00		
MARTINREA RIVERSIDE, LLC	Statutory		\$0.00	\$47,722.00	18	\$20,978,000.00		
MCKESSON MEDICAL-SURGICAL INC.	Statutory		\$0.00	\$256,852.00	35	\$101,800,000.00		
SPX COOLING TECH, LLC	Statutory		\$0.00	\$692,027.00	63	\$3,750,000.00		
BALMORAL ASSOCIATES LLC DBA DATOTEL	Statutory		\$0.00	\$41,376.00	4	\$100,000.00		
Total Zone Works			\$0.00	\$2,013,317.00	224	\$131,780,060.00	Avg: 0.00	
Total Ending July 1, 2023-Septmber 30, 2023			\$14,565,557.00	\$9,113,520.00	1,927	\$406,068,242.00	Avg: 3.06	\$803.27

Total Denied from July 1, 2023-September 30, 2023

Company Name/ Requestor Program	Mo Works Project Type	Retained Jobs	Authorized Tax Credits	Authorized Withholding Amount	Projected Jobs	Anticipated Investment	Net General Revenue Benefit Ratio	Value- Added/GSP in \$
Avg:								

Total Closed from July 1, 2023-September 30, 2023

Company Name/ Requestor Program	Mo Works Project Type	Retained Jobs		Total Benefits		New Jobs		Investment		Net General Revenue Benefit Ratio		Value Added GSP in \$	
		Projected	Actual	Authorized	Issued	Projected	Actual	Projected	Actual	Projoted	Actual	Projected	Actual
Avg.										Avg.: 0.00			

Proposal Assignment Tracking

July 1, 2023 – September 30, 2023

Project ID	# of Business Days from PIR to RFP	# of Business Days from RFP to Proposal	# of Business Days from PIR to Response
QTR 1			
2307001	0	6	2
2307005	12	7	4
2307007	5	4	4
2304007	3	10	0
2308003	16	6	1
2308008	1	6	0
2308006	2	10	1
2308006	2	10	1
2309002	7	7	1
2309005	2	6	0
2309007	2	4	1
2309007	2	4	1
2309008	0	13	14
2303004	4	3	1
2309009	3	5	2
Average Response Time in Days			2.20